

Want Ads.,
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The Times

INDUSTRIAL SECTION

Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, DECEMBER 10, 1911.

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REAL ESTATE AND BUILDING NEWS

**Holiday Dullness Is
Expected, but There
Is Something Doing**

**TRADING IS GOOD.
SWAPPING LIVELY**

**Considerable Business Among
the Traders—Speculators, How-
ever, Are Willing to Wait
the Holidays—Famous
Leader Hall of Old Man-
chester Changes Hands.**

All of the real estate agents, or at least a great many of them, agree that the near approach of the holiday season means bad business for them, and they are trying to get gloomy accordingly, but after a real hard canvass among them I find that there is very little gloom. There is a great deal of reticence among the agents. They all look wise and say very little, but all the same, when they are pressed hard for facts they cannot help from smiling and indicating in a way that they are winding up a mighty good year's business.

As to Trades and Swaps.

I talked yesterday with a real estate man who was a little on the pessimistic order. He was making some complaint about much trading and swapping that seems to be going on in the real estate world. It is very true that a great deal of the business now in hand in Richmond is on the trading and swapping order. Well, what of it? Looks like a very good sign of the times. Bill Jones owns some Church Hill property upon which he has been paying taxes several years. Bill has heard about some booming business in the West End, doubtless heard about it through the Industrial Section of The Times-Dispatch. Tom Smith owns some West End property and he has heard, probably in like manner, about somebody in search of factory or industrial sites on Church Hill, and he thinks it is a good thing to buy over that way, but he hasn't got any money. Bill Jones wants to invest in the building properties of the West End, and his little all in all is tied up in Church Hill property. These two fellows with varied views get right together through the activity of a real estate agent, and there is a swap. Jones and Smith both exert their best efforts and their best nerve to prove their judgment good, and, nine times out of ten, both make money by the swap. Swapping and trading is a good sign of the times, and not a bad sign, as the pessimistic and ancient real estate agent referred to above would have us believe. But this is only introductory. Let's get down to facts.

Mr. Moore Large Investor.

From the information that is reportable, and from that which is given out under strict confidence that facts and figures and persons must not be called. It would appear that within the city limits during the past week something like \$600,000 worth of real estate changed hands in one way and another. To the north of the suburbs probably added \$200,000. However, the suburbanites are exceedingly reticent as to what is going on beyond the city limits.

Thomas L. Moore was the big purchaser last week of what may now be called suburban property. He took in the tract of 100 acres in Henric known as the Conrad Place. It is about a mile and a half northwest of the Country Club, on the River Road, and adjoins a very fine property that was recently bought by Walter H. Miles. The talk now is that both Miles and Moore have only in view agricultural homes, and that there are rumors in the air, and these rumors being in connection with the names of the agencies who have worked these deals out, it is very easy to guess that sooner or later there will be something doing beyond the Westhampton layout as now bounded.

There was some little activity in the suburban regions beyond the Boulevard during the past week, and out on Barton Heights and in Ginter Park and to all points to the north and west of the city there was some inquiry as to suburban homes and sites for the same, but as a matter of fact there was very little business done. Virginia Place seemed to be somewhat in the limelight, and twelve lots were sold there last week.

While the agents, as a rule, are very willing to accept the idea that the holiday season is at hand, and they must have rest, yet they get right on the job when a job shows up. Ames & Poindeux got on to a little job Thursday that resulted in the sale of \$31,000 worth of West Broad street property. Golan & Nash hit on to a few things that footed up about \$32,000 of business scattered all the way from Fifteenth Street to the far West End. Seldon Taylor & Company did some trading and swapping more than \$42,000. It looks out that Henry S. Wallerstein was the purchaser of this fine property.

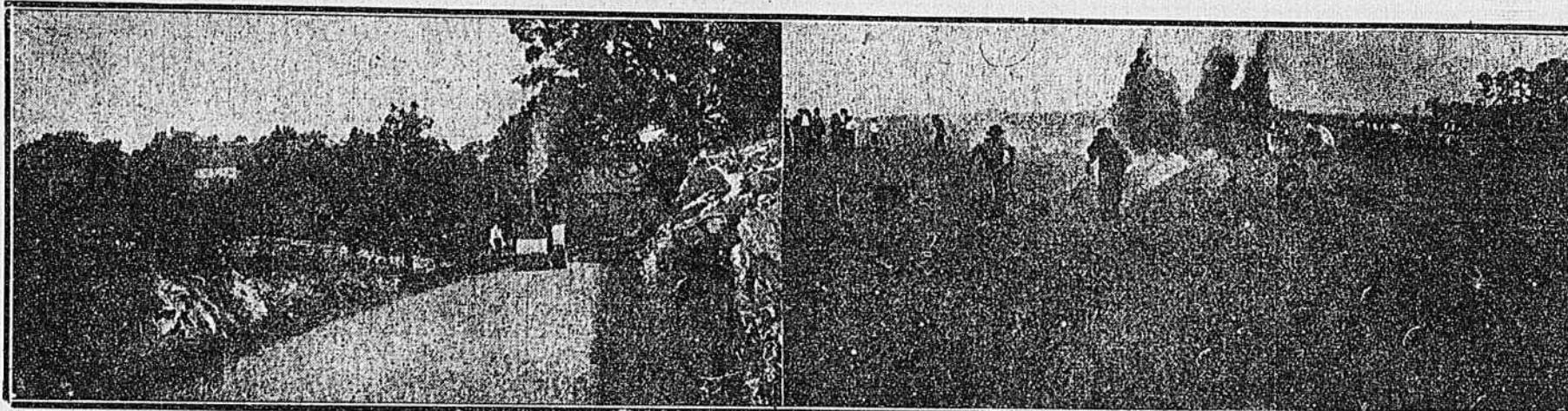
Some Big Sales.

C. A. Rose Company sold the famous Leader Hall, South Richmond, last week. This building was famous in the days of good old Manchester, and is famous yet. It is located on Hull Street, Nos. 1002-04-06. P. B. Hatcher and J. H. Chappell are the men who bought the property through the Rose Company, and it was understood that they paid \$40,000 for it.

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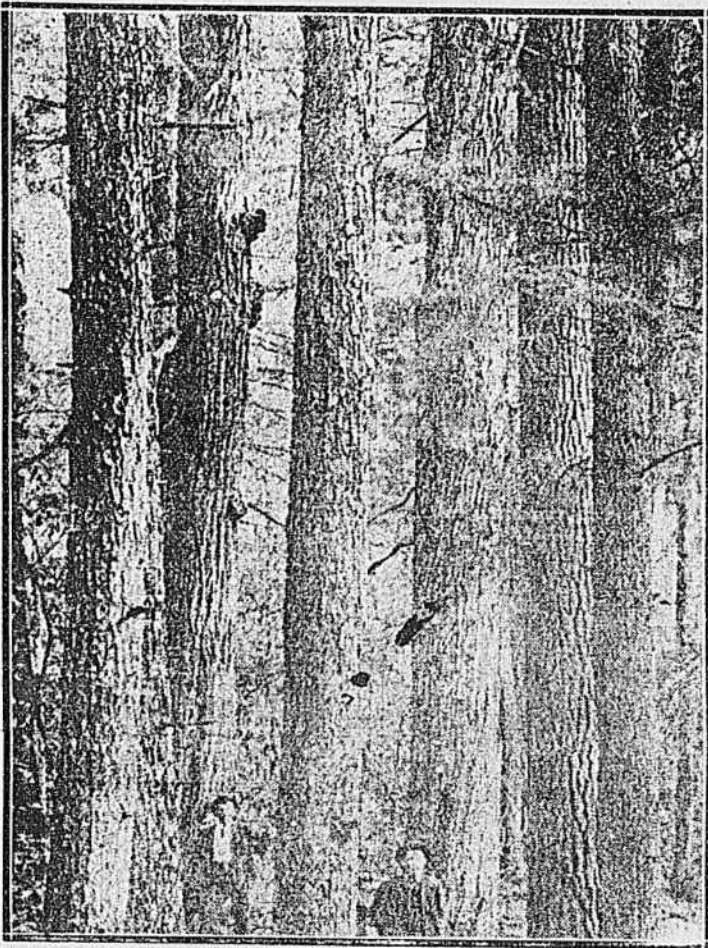
Congressman John Lamb took time enough from his congressional duties

DOINGS IN VIRGINIA ILLUSTRATED

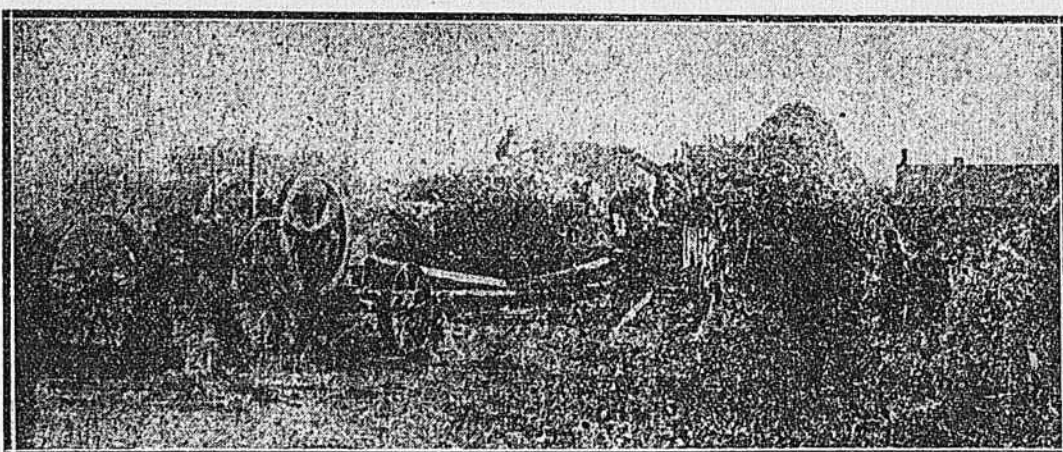


MODERN WAY OF MAKING GOOD ROADS.

DEEP PLOWING WITH DYNAMITE IN VIRGINIA.



LOOKING AFTER SWAMP LAND TIMBER.



MODERN WAY OF SAVING CORN STOVER.

FROM RICHMOND TO THE TROPICS

Trial Trip to Be Made From
Virginia to Isles of the
Sea.

GET IN TOUCH WITH NEW TRADE

Round Trip Run From Richmond
to Bermuda, and All in
Six Days.

Richmond proposes to reach out for trade beyond the waters. For the past two years or more business people have been watching the development in the West Indies, in Cuba, in Central America, along the Panama Canal, and all of the tropical lands which have been brought within the limelight by the development in that territory. Richmond has also been watching the Panama Canal development which opens up, or will open up to Southern ports a big trade in South America. Richmond used to enjoy a big trade with South America. Changed conditions following the War Between the States turned the tide of this trade, and Richmond lost its hold on it.

For two or more years past, in fact, ever since the work on the Panama Canal was commenced, Richmond has had her eye on business with the country and the countries being developed and yet to be developed down in that canal region.

Quiet Efforts Being Made.
The Chamber of Commerce, under its new management, is wide awake, and for at least two years the Chamber has been looking to an outlet for Richmond to the rich tropical regions. Negotiations have been going on with steamship lines that run ships down to that country, and it begins now to look as if a port in close touch with Richmond is to be a starting point to the tropics.

The Chamber has had its eye on the Royal Mail Steam Packet Company, which runs a line of steamers from New York to Bermuda, to the South-east end of Cuba, to Jamaica and on to Colon, the Atlantic Ocean or Caribbean Sea side of the Panama Canal. From Colon this line also has steamship lines to all parts of South America.

In the Chamber's efforts to get in touch with this line and have it make a Virginia port a stopping point the officials have had the cordial co-operation of S. H. Bowman, the agent of the line in this city. Mr. Bowman has been working hand-in-hand with the Chamber and doing his level best to have his company make a Virginia port a calling station.

Good work along this line has been done in the last month, and last week Mr. Bowman was in New York in consultation with the management of the Royal Mail and Steam Packet Company. On his return to Richmond yesterday morning he was able to report to the Chamber and to the public generally that he has induced his company to at least make a trial of stopping at a Virginia port, it may be said a Richmond port, for Newport News has been selected as the stopping point, and that is only two hours away. The company is going to have its good ship Tagus call at Newport News on January 11 for Richmond passengers and this will give said Richmond passengers a splendid opportunity to find out all about Bermuda. The ship will leave Newport News at 11 o'clock, Thursday, January 11, and will reach Hamilton, Bermuda, early Saturday morning the 13th. Round trip passengers will have



JOHN JOHNSON, JR.,
Sussex county boy, who made over \$300
on an acre of corn.

SOME PLAIN TALK BY PLAIN FOLKS

Problem of High Cost of Living
Must Be Solved on the
Farm.

TWO IDEAS COME FROM IOWA

Secretary Wilson on Good Roads.
Professor Holden on Better
Farming Methods.

Hon. James Wilson, the Secretary of Agriculture, was one of the speakers at the recent good roads convention held in this city, a convention that was not what it ought to have been, but was a pretty good meeting all the same. The secretary, in his speech, talked mainly along the line of the high cost of living, and his argument was, in a nutshell, that bad roads keep the producer and the consumer too far apart. The reverse, of course, is that good roads, bringing them nearer together will reduce the cost of the things that the consumer must have, and at the same time insure the producer a better profit. That is as plain as the nose on a man's face. Only last week the secretary embodied the same ideas in his report to Congress.

The secretary, in his talk, admitted that he was from Iowa, a State away off yonder in the cold Northwest, but he let it leak out also that he was of Virginia extraction, and that fact doubtless accounts for his common sense, practical views on the question of the high cost of living, and the part that good roads must play in reducing this abnormal cost, as we see it in Richmond and in the country around about. That is one good idea we have gotten from Iowa, and in the secretary's admission it crops out that even that came by the way of Virginia.

An Iowa Idea.

Granting all of this to be true, and it is granted, it must be confessed that all of the good ideas and good thoughts that come from Iowa are not necessarily of Iowa backing. For instance, I have been reading about one of the high cost of living, and the Secretary of Agriculture, Extension Superintendent of Iowa, whatever that elongated title may mean. The professor does not admit any Virginia origin, but he talks good Virginia sense. He recently gave an illustrated lecture on crop improvement and its relation to

COMPETITORS CAN GO TO COMPETING

True Significance of the Disso-
lution of the Great American
Tobacco Trust.

TIME FOR BIG COMPETITION

Now Is the Time to Put Up or
Shut Up—President
Taft's Views.

BY FRANK S. WOODSON.

Virginia and North Carolina tobacco growers are very much interested in the outcome of the tobacco trust business which has been hung up in the courts for several weeks, even months past. Officially officials have been taking a hand in the matters before the courts, matters that concern the tobacco growers much more than they do the political fortunes of the attorney-general and the other officials who have been right officious. I am told that at least two of the attorneys general who have been forcing themselves into a kind of prominence in this tobacco trust question have some higher political bee in their bonnets, and that they have been trying to use the "case in court" to the advancement of the buzzing of that political bee. Simply politics and nothing more. I am sure I do not know about this. Certainly I am not up to the ways and means of the politicians. I would not be surprised to see politicians take advantage of anything, a funeral even, or any other old thing, to advance their political ends. I have seen that kind of thing done and would not be surprised if it were done again. I personally distrust them all, from a President down to an Attorney-General, or even further down.

However, it seems to me that President Taft, who has been running this "trust busting" business for some time past, is a right good judge of what is going on and what is best at the present time. It is quite likely that the Attorney-General of Virginia and North Carolina and the other Carolina, neither of whom knows a tobacco stalk from a cross roads constable's contribution to the average campaign fund, and all of whom would doubtless enjoy the latter much more than the former, will take issue with the President and try to make him out an old fool and a politician himself, but all the same the President has made some study of the question, and his conclusions are well worth considering, even though he be, as I judge something of a politician himself.

What He Says.

A special correspondent of the United States Tobacco Journal has had some little inside talk with Mr. Taft and some of his administrative associates. An inclined to think this correspondent got very close to Mr. Taft, and it will not be much amiss to quote him almost officially. Anyhow, it is dollars to doughnuts that what this writer in the United States Tobacco Journal has set forth as the President's position on the tobacco question will go of course the correspondent made his report square right with the President's message to Congress, so far as the same pertained to the tobacco question.

I will proceed now to quote right largely from the report of the correspondent's talk with the President or with his immediate representatives. Among other things, he says:

The President's Opinion.
President Taft believes that the Supreme Court handed down the only

LABOR PROBLEMS IN GROWING SOUTH

As Dixie Enlarges Its
Manufacturing, Labor
Question Looms Up.

IMPORTANT FACTS THAT CONFRONT US

Where the Workers in New Industries Are Coming From.
Relative Value of Immigrant Wage Earners—Facts and Figures That Are Worthy of Careful Study.

With the exception of the coal mines of Virginia, West Virginia and Alabama, the blast furnaces and steel mills of the South have principally attracted the recent immigrant wage-earner to their operating forces. As yet the foreign-born operative is a factor of no importance in Southern cotton mills. South Italians, owing to the large colony in New Orleans, have been employed in the cotton mills of that city for a number of years. Within the past few months several cotton mills in the South have, as an experiment, introduced a number of Poles into their operating forces. These are isolated cases, however, and the great body of Southern cotton mill operatives are native Americans recruited from the South's agricultural and mountain classes. The Southern and Eastern European immigrant is found only in the coal mines, the iron and steel mills and furnaces, and on the land in the Southern States. The recent immigrant coal miner in Virginia and the South has already been discussed in these columns. The immigrant iron and steel worker may now be considered, and the status of the Southern and Eastern European farmer in the South presented later.

Iron and Steel Worker.

The recent immigrant iron and steel worker is of recent arrival in the South. He has come, as the result of industrial development and the demand for labor. The census of 1900 showed that there was a total of 23,000 iron and steel workers in the Southern States. Of this number 13,100 were native Americans, and 9,900 were negroes, also of Southern birth. The negro was found to be foreign birth, chiefly skilled workmen from England, Ireland and Germany. Altogether there were not more than fifty Southern and Eastern Europeans in the South, consisting of a few Italians and Poles in Maryland establishments.

The condition of affairs at the present time is very different. With the building of new steel mills and blast furnaces in the Southern States the demand for labor to operate them could not be satisfied by the local sources of supply. White labor was not available in sufficient quantities. The negro was found to be foreign birth, and unsatisfactory. Recent immigrant labor was, therefore, secured from the Northern States and from abroad. All the rough and unskilled work in the Southern iron and steel centres is now largely done by Southern and Eastern Europeans. Thirty-six per cent, principally of Southern and Eastern Europe, are at the present time represented among the workers in Southern mills and furnaces. In the Birmingham district of Alabama alone there are 600 immigrant families, representing more than 5,000 persons. Three-fifths of the iron and steel workers in Maryland are of foreign birth. In Alabama only one-fifth of the total number of employees of furnaces and mills are foreign-born, and in other Southern States the proportion of immigrant wage-earners is much less. But they are gradually finding lodgment in the operating forces of the mills and furnaces, and the situation in Maryland and Alabama may be taken as an earnest of a greater influx in the future if some effort is not made to secure labor of a different kind. In Maryland and Alabama the principal races of recent immigration now employed are the North and South Germans, Russians, Slovaks, Greeks, Bulgarians and Macedonians. Three-fifths of these iron and steel workers have been in the United States less than five years, and more than one-fourth have been in this country a year or less than a year.

Economic Status of Immigrant Employees.

As Maryland and Alabama have received the bulk of recent immigrant employees, an examination of their characteristics, their earnings and standards of living, and the effects of their employment in these two States, will afford an instructive object lesson to Virginia and other States of the South in their search for labor.

In the first place it may be mentioned that practically none of the Russians, South Italians, Slovaks and Bulgarians has any training or experience abroad for the work in which they are now engaged in this country. All the iron and steel workers of these races were farmers or general laborers before their immigration to the United States. By way of contrast, more than one-third of the Germans employed in the iron and steel industry in the South, and considerable proportions of the English, Irish and Scotch were skilled and trained workers before coming to the United States. The weekly earnings of the foreign-born employees as a whole are one-third less, and the earnings of the Southern and Eastern Europeans not much more than half of the earnings shown by the native Americans. A striking example of the low earning capacity and inefficiency of the Southern and Eastern European is set forth by the table below, which shows the average weekly earnings of the principal nationality groups and races employed in the mills

(Continued on Second Page.)

VIEWES AND NEAR VIEWES; HINTS AND SUGGESTIONS

Politics Versus Good Roads--Richmond Invites
Tobacco Industries--Learning Needed at Home.
The World Before Us--Richmond Drummers
Invading the Earth--Other Hints

BY FRANK S. WOODSON.

Industrial Editor.
The Kentucky State University at Lexington announces a ten-week course in road-making to be given during the present winter. Each county judge in that State is entitled to send two men to take the course, the necessary expenses involved being very small. It is planned to make the training of the utmost practicality, with the purpose of distributing through the State at the end of the course some scores of men qualified to become leaders in the good road movement in their respective localities.

"This looks like a sane attempt to bring home to the people of Kentucky a realization of the importance of good roads. The graduates of this ten-week course, if they be true to their opportunity, will be able not only to teach the value of better highways, but to lead in the actual work of their construction. Miles on miles of improved highways may be expected to result from this experiment at Lexington."

The above is taken from an exchange and is printed purely as a matter of information. It may be, as this exchange suggests, that it would be well for other States to follow Kentucky's lead in this matter. I don't know about that, but I do know that road-making is just as much of a science and as much of a business as shoemaking or hat-making or any other trade. Furthermore, I know that in Virginia a great deal of good money has been wasted by the subordination of the business of road-building to politics. A good road, if made at all, must be made by a man who knows the business and not by a man who has a political pull as his only recommendation for the job of distributing the county or district fund for a given good road. Our good roads, but to lead in the actual work of their construction. Miles on miles of improved highways may be expected to result from this experiment at Lexington."

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